

## EDUCATION CASE STUDY



### BACKGROUND >>>

Henley College is one of the most popular colleges in the country, boasting over 1,800 full time students. The College was recently awarded Beacon status by the Learning and Skills Council for being "an outstanding College."

## Henley save money without losing quality by choosing OKI printers

### THE CHALLENGE >>>

Just under four years ago, Henley College had a wide range of printers. These mainly included desk jets from HP and laser printers from Kyocera.

The challenge faced by the College was that running the HP printers was proving to be expensive and the Kyocera printers couldn't meet the demands of nearly 2,000 pupils. Steve Sharrad, IT manager at the College remembers the situation they found themselves in: "When it came to consumables, the HP desk jets were desperately expensive. And the Kyocera's just weren't reliable enough. Something had to change."

Moving forward, Steve identified two key requirements. "Any new printers had to be class-leading in price-per-page. We print by the thousands, so we need to do it cost effectively," said Steve. In addition, the printers needed to meet the range of services required. This included:

### THE OKI TOOLKIT

**Printer:**  
OKI C5600

**Software:**  
OKI's Template Manager

**Media:**  
A4 Banners  
Wrist-bands  
Membership cards  
A4 Duplex Newsletters  
Certificates  
Bi-fold



- high volume mono
- office-quality colour
- premium colour where high quality is paramount e.g. for photographic printing and for coursework submission

"Ideally we wanted all of these solutions to come from one manufacturer. It was just a case of finding one!"

## THE SOLUTION >>>

Henley College identified three manufacturers – HP, Dell and OKI Printing Solutions. “We had discounted Kyocera due to their lack of reliability. We looked at the HP range but we weren’t happy that the print heads weren’t part of the price-per-page quote. Therefore we couldn’t accurately assess how much it would cost overall. Dell simply didn’t have the range for our needs.

“So, it came down to OKI. They were very competitive with their pricing, they had the range and everything we knew about OKI told us that they had very high quality products. So, we chose OKI,” said Steve.

“With the OKI products I feel that we have bought best-in-class but at very competitive prices. And that makes me feel very happy!”

**Steve Sharrad**

IT Manager, The Henley College

## THE RESULTS >>>

The results have been incredibly significant, and the college now employs over 100 printers throughout the school. “It’s incredible,” said Steve. “I reckon we save about £30,000 per year on consumables alone.”

In addition, Steve has been delighted with the range, and the quality of that range. “What you want is the most appropriate product for the usage. So, we now have a mix of printers to suit the specific needs of the offices, workrooms and classrooms.”

Henley College now uses the OKI B4300 series for high volume mono work; the

C5600 for office colour printing; and the C9300 for premium colour printing.

“They are superb products. The print quality is excellent and reliability is better than we’ve ever had,” said Steve.

The next step is to replace the OKI C9300 with the A3 C9600, providing greater flexibility: “I religiously renew printers every four years. The A3 printer looks great, as it helps with the students who may need to use A3 outputs for specialist photography work, for example.”

The final word has to go to Steve: “It’s simple really. Like all good colleges we need high quality products but because of budget constraints, we can’t afford to pay the earth. With the OKI products I feel that we have bought best-in-class but at very competitive prices. And that makes me feel very happy!”

For more information contact



www.okibuyer.co.uk  
email:sales@okibuyer.co.uk  
Telephone: 01480 408966